



The Small Business Connection at NASA Glenn Research Center (GRC)

Office of Small Business Programs
Glenn Research Center (GRC)

May 4, 2021



Housekeeping

- If you have any questions during the presentation, please enter them into the Q&A Box.
 - **NOTE:** If possible, include the speaker whom your question is directed if multiple speakers are presenting.
- Other comments, like technical difficulties, please input them in the Chat Box.
- We will have a formal Q&A after the final presenter concludes, using questions from the Q&A Box.
- Please keep your computers on mute when not speaking.
- Please fill out the survey sent at the end of this presentation.

Polling

1. Is this the first webinar hosted by the NASA Office of Small Business Programs at GRC that you have attended??

- a. YES
- b. NO

2. How did you learn about this event?

- a. OSBP Website
- b. Communication from a NASA Center
- c. Marketing email from OSBP
- d. Marketing email from NASA Office of Procurement
- e. Social Media
- f. Eventbrite email
- g. Other (if you select other, tell us where in the CHAT BOX)

Polling

3. Which of the following classifications applies to your institution/organization/company?
- a. Small Business (SB)
 - b. Large Business (LB)/Other than Small Business (OTS)
 - c. Women-Owned Small Business (WOSB)
 - d. Economically Disadvantaged Women-Owned Small Business (EDWOSB)
 - e. Veteran-Owned Small Business (VOSB)
 - f. Service-Disabled Veteran-Owned Small Business (SDVOSB)
 - g. Historically Underutilized Business Zone (HUBZone)
 - h. 8(a) Business Development Program Participant (8a)
 - i. Historically Black College or University (HBCU)
 - j. Minority-Serving Institution (MSI)
 - k. Nonprofit or Community-based Organization
 - l. Federal Government Agency/Department
 - m. State or Local Government Agency/Department
 - n. Other

About the NASA Office of Small Business Programs

The NASA Office of Small Business Programs (OSBP) is located at Headquarters in Washington, D.C. and is under the leadership of Associate Administrator Glenn A. Delgado.

Our vision is to promote and integrate all small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautics research.

The NASA OSBP webinar series offers in-depth training relevant to small businesses; and provide the opportunity to ask questions directly to key points of contacts at the Agency.



WELCOME FROM NASA GLENN RESEARCH CENTER



NASA GRC Small Business Video

https://nasa-my.sharepoint.com/:v:/g/personal/dhurd2_ndc_nasa_gov/EVn5j_1I5JZEIZUMubF7DCIB01Olb_gZZhkm58X5XHSmGQ?e=rJHreb.

Meet Dr. Marla E. Pérez-Davis



Dr. Marla E. Pérez-Davis is director of NASA's Glenn Research Center in Cleveland. She leads a staff of more than 3,200 civil servants and support service contractors and manages an annual budget of over \$800 million.

Prior to becoming center director, Dr. Pérez-Davis held several leadership positions at Glenn including deputy center director, Aeronautics Research Office director, Project Liaison and Integration Office chief, and Electrochemistry Branch chief.

Dr. Pérez-Davis earned a bachelor's degree from the University of Puerto Rico, a Master of Science degree from the University of Toledo, and a doctoral degree from Case Western Reserve University in Chemical Engineering.

Her top achievements include NASA's Outstanding Leadership Medal and the Presidential Rank Award for Meritorious Executives. Dr. Pérez-Davis was also the recipient of the 2015 Crain's Women of Note, the Top 25 Elite Businesswomen, Women of Color Career Achievement, and the Women in Aerospace Award for Aerospace Awareness.



DOING BUSINESS WITH NASA GLENN RESEARCH CENTER

Eunice J. Adams-Sipp
Small Business Specialist



NASA AGENCY MISSION

Drive advances in science, technology, aeronautics, and space exploration to enhance knowledge, education, innovation, economic vitality and stewardship of Earth



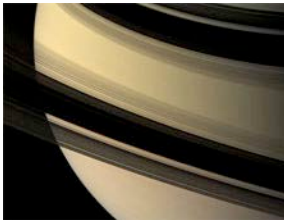
Aeronautics Research

Manages research focused on meeting global demand for air mobility in ways that are more environmentally friendly and sustainable, while also embracing revolutionary technology from outside aviation.



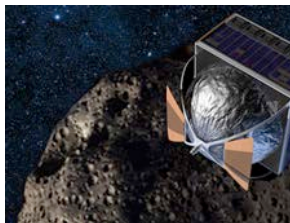
Human Exploration and Operations

Focuses on International Space Station operations, development of commercial spaceflight capabilities and human exploration beyond low-Earth orbit.



Science

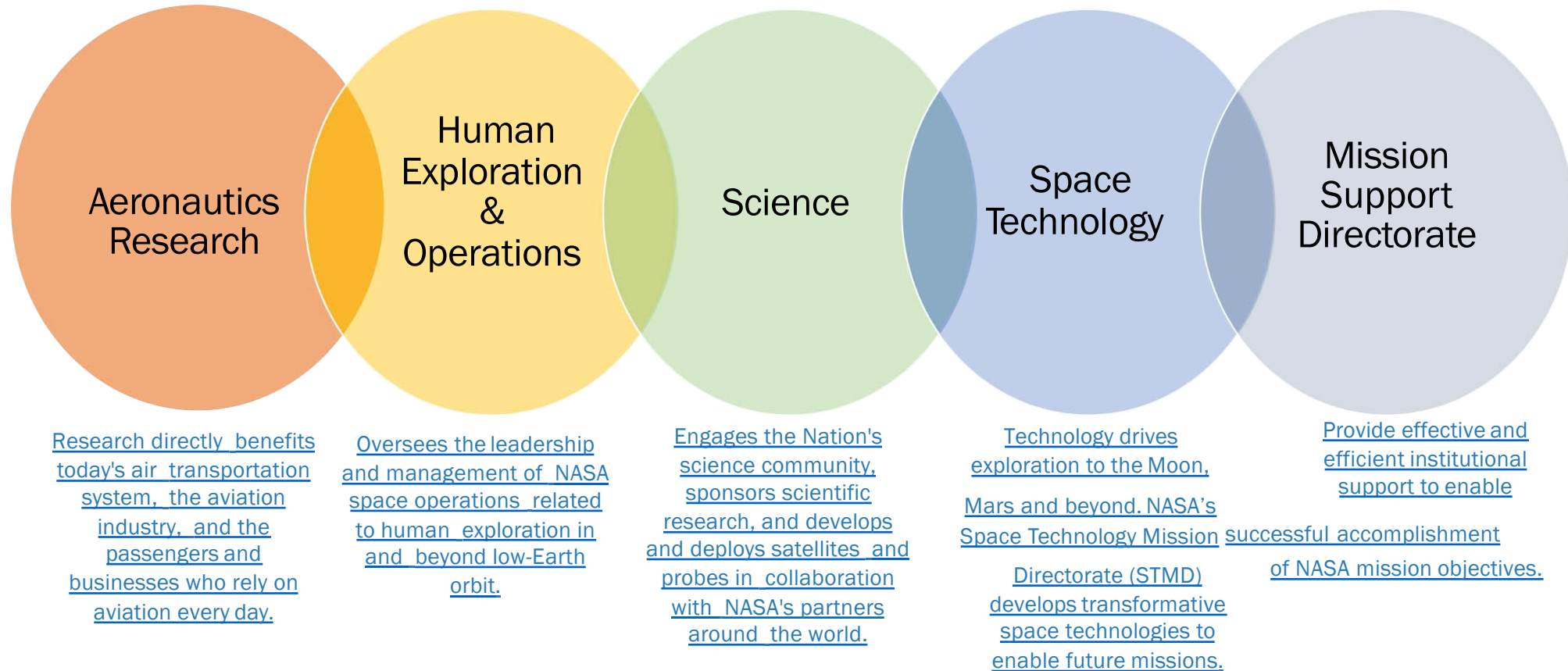
Explores the Earth, solar system and universe beyond; charts the best route of discovery; and reaps the benefits of Earth and space exploration for society.



Space Technology

Rapidly develops, innovates, demonstrates, and infuses revolutionary, high-payoff technologies that enable NASA's future missions while providing economic benefit to the nation.

NASA MISSION DIRECTORATES (WHERE TO DO BUSINESS)



NASA CENTERS

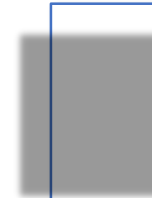
Enables the Agency's mission and execute contracts in support of programmatic, institutional, and operational needs



Headquarters OP - Provides stewardship of acquisition process to support successful accomplishment of mission objectives. Provide policy, oversight, optimization of procurement resources, and support Mission Directorate Acquisition Strategy Development to enable more efficient operations for NASA.



NASA Shared Services Center - Supports NASA's overall mission by providing core procurement services across the Agency; award /administration of grants and cooperative agreements; research & development contracts; complex, large dollar service contracts; and commercial item acquisitions.



NASA Management Office – NMO ensures proper coordination of all the required operational functions associated with the management of the FFRDC, the JPL contract, and is the focal point for communication with upper management at the JPL and actively represents NASA in local outreach and educational events.



Ames Research Center - Specializes in research geared toward gaining new knowledge and creating new technologies that span the spectrum of NASA interests.



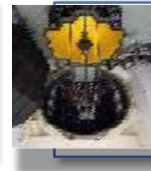
Armstrong Flight Research Center - As the lead Center for flight research, Armstrong continues to innovate in aeronautics and space technology. The newest, the fastest, the highest -- all have made their debut in the vast, clear desert skies over Armstrong.



Glenn Research Center - Glenn develops and transfers critical technologies through research, technology development, and systems development for safe and reliable aeronautics, aerospace, and space applications.



Goddard Space Flight Center - Goddard's mission is to expand knowledge about Earth and its environment, the solar system, and the universe through observations from space.



Johnson Space Center - Leads NASA's efforts in human space exploration, from the early Gemini, Apollo, Skylab and space shuttle programs to today's International Space Station and Orion programs.



Kennedy Space Center - Kennedy is "America's Gateway to the Universe" -- leading the world in preparing and launching missions around Earth and beyond.



Langley Research Center - Langley continues to forge new frontiers in aviation and space research for aerospace, atmospheric sciences, and technology commercialization to improve the way the world lives.



Marshall Space Flight Center - Marshall is the world's leader in the access to space and the use of space for research and development to benefit humanity.



Stennis Space Center - Stennis is responsible for NASA's rocket propulsion testing and for partnering with industry to develop and implement remote-sensing technology.

NASA spends approximately 85% of its budget on acquiring goods and services. FY18 Procurement spend was \$19 billion; completed approximately 40K procurement actions (e.g. awards, modifications) and managed in excess of 25K instruments (e.g. contracts, PO, TO, DO)

GLENN RESEARCH CENTER CORE COMPETENCIES



Aircraft Propulsion

This competency includes revolutionary concepts, technologies, and new systems aimed at significantly advancing air-breathing propulsion for aerospace vehicles that enable reduced energy consumption, use of alternative energy sources, reduced noise and emissions, increased versatility, improved safety of operations, faster modes of air transportation, and reduced costs for aerospace travel.



Communications Technology and Development

This key technical area includes research, development, demonstration, and transition to operations of communications systems. Focused technologies with subject matter expertise include antennas, propagation, optical and radiofrequency devices, high-power amplifiers, intelligent sensors, software-defined radios, cognitive radios, and networking. Model-based systems engineering tools and emulation capabilities allow for analysis of the impacts of changes to existing networks and extension to future network operations. Flight demonstration of components and systems is used as a path to transition new capability to operational use.

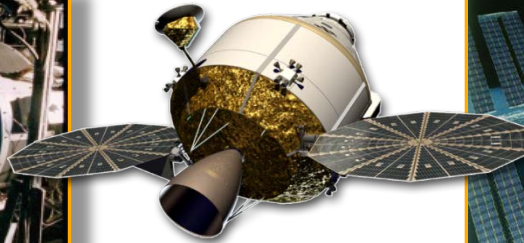
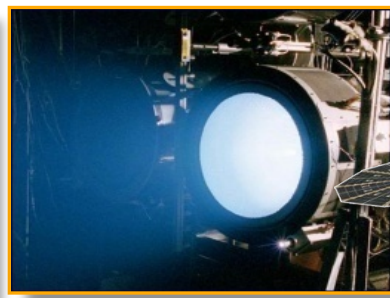


Space Propulsion and Cryogenic Fluids Management

This competency includes the research, technology development, technology demonstration, and flight development of components, subsystems, and systems for spacecraft propulsion systems, propulsion stages, and cryogenic fluid flight systems to enable new mission capability; increased reliability, safety, and affordability; and reduced trip times. This involves the design, testing, and evaluation of in-space propulsion technologies and systems such as propellants, chemical propulsion, electric propulsion (ion, Hall, and plasma), nuclear propulsion, and other advanced concepts; reaction control; and orbital maneuvering.

GLENN RESEARCH CENTER'S MISSION

To **drive** research, technology, and systems to advance aviation, **expand** human presence across the solar system, **enable** exploration of the universe, and **improve** life on Earth.



Lewis Field (Cleveland)

- 350 acres
- 1546 civil servants and 1560 contractors



Neil A. Armstrong Test Facility (Sandusky)

- 6500 acres
- 18 civil servants and 97 contractors

GLENN RESEARCH CENTER CORE COMPETENCIES



Power, Energy Storage and Conversion

Aerospace power system capabilities at GRC encompass all technology readiness levels from basic research through flight hardware. This includes extensive capabilities in power system analysis and modeling, and all requisite skills, expertise, and facilities for power generation, energy storage, and electric power distribution. Power generation capabilities include the development of solar cells, solar arrays, primary fuel cells, radioisotope power systems, fission power systems, and associated thermal systems. Energy storage capabilities consist of the buildup of batteries, regenerative fuel cells, and flywheels. Electric power distribution capabilities include the regulation of power generation and storage systems; the delivering of both low and high-voltage generated power to users; the providing of conditioned power to a wide variety of loads; and the automatic controls to facilitate the management of power systems. We have extensive expertise in the integration of each of the respective technologies into end-to-end systems, and we have the facilities required for the testing, verification, and validation of those end-to-end systems.



Materials and Structures for Extreme Environments

This competency includes the research, development, demonstration, and flight application of advanced materials, structural concepts, and mechanisms to enable high-performance, long-life aerospace systems subjected to the extreme environments encountered in propulsion and power, planetary entry, planetary surface operations, and the space environment. These extreme environments include a combination of high temperatures, complex gaseous atmospheres ranging from oxidizing to reducing, high pressures, large dynamic and impact loads, molten materials, cryogenic temperatures, electromagnetic fields, and space radiation. Research and development areas essential to success include high-temperature and lightweight structural materials, functional materials and coatings, multifunctional and lightweight structural concepts, tribology, robust mechanism and drive system concepts, computational design tools and predictive capabilities for materials and structures, and testing in a broad range of extreme environments.



Physical Sciences and Biomedical Technologies in Space

This competency includes the research, development, demonstration, and flight of advanced physical and biomedical systems to enable sustainable exploration of space with enhanced safety, extended mission durations, and increased resistance to the damaging effects of space. Space-flight and ground-based research are conducted to study the effects of the space environment to obtain insight into fundamental mechanisms, develop predictive frameworks and advanced technologies, and develop and implement countermeasures to mitigate any adverse effects.

NASA OFFICE OF SMALL BUSINESS PROGRAMS (OSBP)

Vision Statement

- The vision of the Office of Small Business Programs at NASA Headquarters is to promote and integrate all small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautics research.

Mission Statement

- To advise the Administrator on all matters related to small business,
 - To promote the development and management of NASA programs that assist all categories of small business,
 - To develop small businesses in high tech areas that include technology transfer and commercialization of technology, and
 - To provide small businesses maximum practicable opportunities to participate in NASA prime contracts and subcontracts.
-
- Conducts outreach to assist Small Businesses (SB).
 - Influences SB policy and procedures.
 - Interacts with Executive and Legislative branches.
 - Administers NASA SB Awards programs.
 - Provides training for NASA Acquisition personnel on SB issues.
 - Negotiates SB Goals with the Small Business Administration (SBA).
 - Conducts Quality/Internal Control/Center compliance reviews.
 - Administers NASA's Mentor/Protégé Program.
 - OSBP website: [www. https://osbp.nasa.gov/](https://osbp.nasa.gov/)

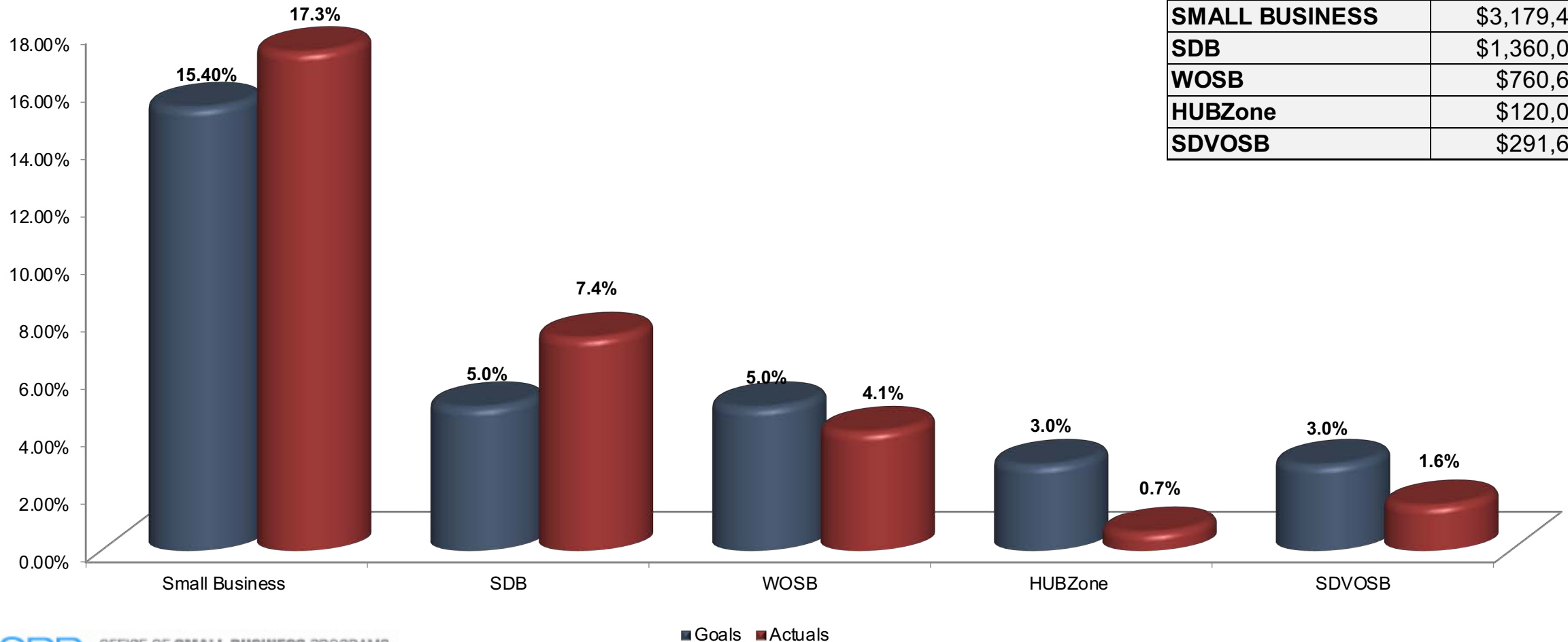
FEDERAL SPENDING GOALS

- Each year the United States Government spends billions of dollars purchasing goods and services from the private sector firms
- **Small Business – 23%**
 - 5% Women-Owned
 - 5% Disadvantaged/8(a)
 - 3% HUBZone
 - 3% Service-Disabled Veterans



NASA AGENCY SEPTEMBER FY20 PRIME GOALS VS. ACTUAL PERCENTAGES

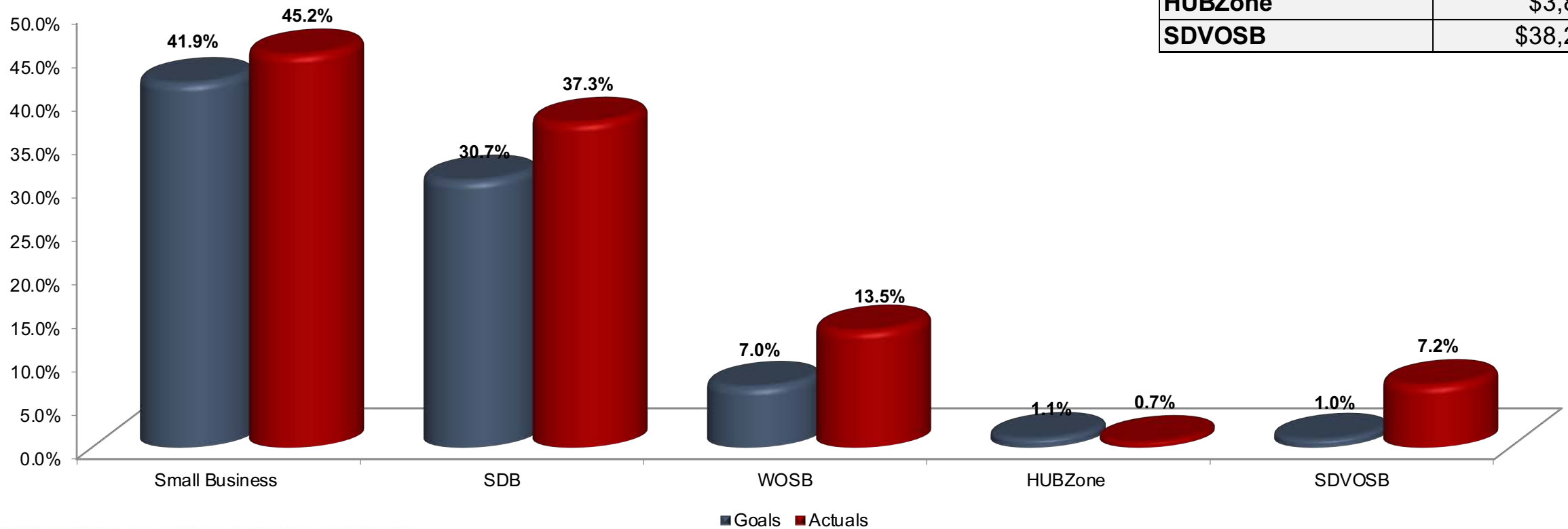
DATA GENERATED NOVEMBER 16, 2020 FROM BETA.SAM.GOV



CATEGORY	DOLLARS
TOTAL DOLLARS	\$18,342,749,820
SMALL BUSINESS	\$3,179,474,265
SDB	\$1,360,089,585
WOSB	\$760,664,342
HUBZone	\$120,026,964
SDVOSB	\$291,674,979

GRC SEPTEMBER FY20 PRIME GOALS VS. ACTUAL PERCENTAGES

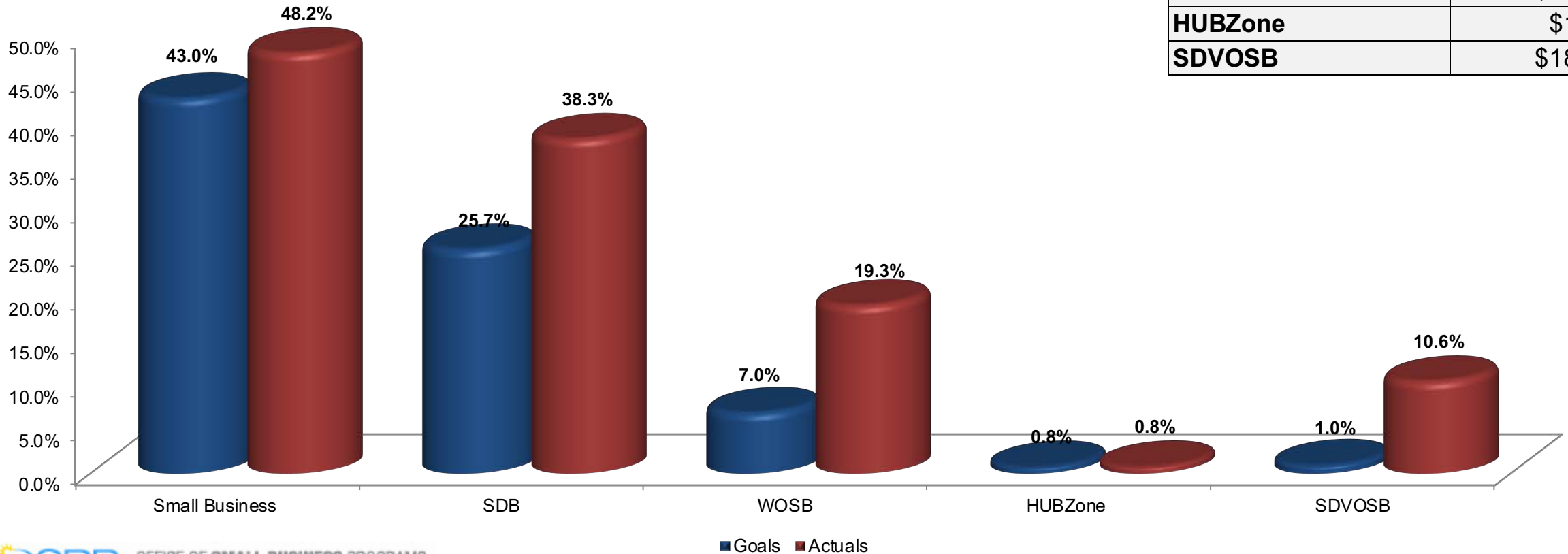
DATA GENERATED NOVEMBER 16, 2020 FROM BETA.SAM.GOV



CATEGORY	DOLLARS
TOTAL DOLLARS	\$530,424,207
SMALL BUSINESS	\$239,653,616
SDB	\$198,109,617
WOSB	\$71,453,184
HUBZone	\$3,812,146
SDVOSB	\$38,271,599

GRC MARCH FY21 PRIME GOALS VS. ACTUAL PERCENTAGES

DATA GENERATED APRIL 6, 2021 FROM BETA.SAM.GOV



CATEGORY	DOLLARS
TOTAL DOLLARS	\$177,451,181
SMALL BUSINESS	\$85,487,578
SDB	\$68,032,335
WOSB	\$34,286,469
HUBZone	\$1,448,804
SDVOSB	\$18,801,143

AGENCY/CENTER BREAKDOWN BY NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM (NAICS) CODES

Agency										
336414, 541710, 481212, 541715										
Research Centers	Ames Research Center			Armstrong Flight Research Center		Glenn Research Center		Langley Research Center		
	541715			336411		541715		541710/541715		
	561210			541715		561210		561210		
	541715			488190		541519		541715		
Space Centers	541330			336413		236220		541512		
	541710			541710		541330		541611		
	Johnson Space Center		Kennedy Space Center	Marshall Space Flight Center	Stennis Space Center	Goddard Space Flight Center & Headquarters		NASA Shared Services Center		
	541710/541715			336414		336414		514512		
	481212			541715		541710		541715		
	336414			236210		336415		541519		
	927110			561210		561512		561110		
541330			541330		541715		561110			
Jet Propulsion Laboratory			Federally Funded Research & Dev. Center							
334511										
541330										
541715										
611310										
336414										

NASA ACQUISITION FORECAST

- It is NASA policy to prepare an annual forecast and a semiannual update of expected contract opportunities, or classes of contract opportunities, for each fiscal year.
- The forecast consolidates anticipated procurements at each NASA Center with the aim of increasing industries' advance knowledge of NASA requirements and to enhance competition.
- Consolidated Agency-wide Acquisition Forecast is provided to allow users to search multiple NASA Centers for specific types of opportunities to match your organizational interests. This tool contains “pivot table” capabilities and graphics to easily manipulate and illustrate the data.
- Contract award terms vary, so it is important to contact the small business office at each Center to inquire about specific contract end dates and upcoming competitions to ensure you have time to prepare. NASA Acquisition Forecast:
<http://www.hq.nasa.gov/office/procurement/forecast/>

NASA OSBP MOBILE APP

- Features the NASA Small Business Specialists (SBS) and ability to request appointments
- Active Contract Listings (ACL)
- Highlight's location and contact information of:
 - Center Small Business Technical Advisors
 - Center Small Business Liaison Officers
 - Center Procurement Center Representatives
 - Center Ombudsman
- NASA Agency Prime Contract Metrics
- Feature a “Fact or Fiction” Small Business quiz
- Available on all versions of Apple and Android platforms



iPhone



NASA VENDOR DATABASE

- Open to all vendors, both large and small, who wish to do business with the NASA.
- Used by NASA acquisition personnel for market research, communication and educating industry about NASA requirements.
- Vendors can post capability briefs in any format and sign up for e-mail messages on Source Sought Notices, the NASA Office of Small Business Programs Newsletter, Requests for Information (RFIs), or Requests for Proposals (RFPs).
- **Does not** replace beta.SAM website or notifications.
- **Does not** replace requirement to register in the federal System for Award Management (SAM).
- OSBP Vendor Database Registration:
http://osbp.nasa.gov/vendor_database.html

NASA SMALL BUSINESS SPECIALISTS

Center Category	Center	Name	Phone	Email
RESEARCH CENTERS	Ames Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Armstrong Flight Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Glenn Research Center	Eunice J. Adams-Sipp	216-433-6644	Grc-smallbusiness@mail.nasa.gov
	Langley Research Center	Robert O. Betts	757-864-6074	Larc-smallbusiness@mail.nasa.gov
SPACE CENTERS	Johnson Space Center	Robert E. Watts	281-244-5811	Jsc-smallbusiness@mail.nasa.gov
	Kennedy Space Center	Joyce C. McDowell	321-867-3437	Ksc-smallbusiness@mail.nasa.gov
	Marshall Space Flight Center	David E. Brock	256-544-0267	Msfc-smallbusiness@mail.nasa.gov
	Stennis Space Center	Kay S. Doane	228-688-1720	Ssc-smallbusiness@mail.nasa.gov
SCIENCE CENTER	Goddard Space Flight Center	Jennifer Perez	301-286-4379	Gsfc-smallbusiness@mail.nasa.gov
FEDERALLY FUNDED R&D CENTER	Jet Propulsion Laboratory	Charles E. Bray	818-354-5620	smallbusiness.programsoffice@jpl.nasa.gov
AGENCY-WIDE RESOURCE CENTER	NASA Shared Services Center	Troy E. Miller	228-813-6558	nssc-smallbusiness@mail.nasa.gov

FOR MORE INFORMATION

- Eunice Adams-Sipp, Small Business Specialist, (216) 433-6644
 - E-mail: GRC-SmallBusiness@mail.nasa.gov
 - Website: <https://www1.grc.nasa.gov/>
- HQ Office of Small Business Programs
 - E-mail: smallbusiness@nasa.gov
 - Website: www.osbp.nasa.gov

THANK YOU!



TIPS FOR DOING BUSINESS WITH NASA: MAKING A SUCCESSFUL PROPOSAL



Tips For Doing Business with NASA



- ❖ Respond to your Sources Sought synopsis
 - ❖ Potential teaming arrangements may surface
- ❖ Attend the Industry Day
 - ❖ There are potential nuanced conversations that you should hear
 - ❖ Questions and Answers are put into the proper context
 - ❖ Ask questions, don't assume
 - ❖ Follow the timelines for comments and questions
- ❖ Follow the posted questions and answers electronically
- ❖ Read and respond, if necessary, to any RFP amendments

Tips For Doing Business with NASA



- ❖ Acknowledge receipt if requested
- ❖ Read the RFP thoroughly
- ❖ Follow all instructions and limitations in the RFP
 - ❖ Follow font size limits
 - ❖ Yes, we will check
 - ❖ Failure to do so will get some of your proposal thrown out
 - ❖ Use the templates provided, *in the software format requested (e.g. If requested in Excel, please provide in Excel)*
 - ❖ Provide the right number of volumes, as well as the right content in each volume
 - ❖ Avoid the temptation to add technical content in either past performance or cost volumes
- ❖ Read the RFP Carefully

Tips For Doing Business with NASA



- ❖ Ensure the Past Performance volumes are received when specified
 - ❖ Past Performance volumes are often requested earlier than other volumes
- ❖ Ensure content in the Past Performance volumes are relevant and comprehensive
 - ❖ Relevant can be in complexity, size, discipline, and duration
 - ❖ If you and your teaming partners cover all areas in relevancy, it still can count
 - ❖ Make sure questionnaires are submitted if requested
 - ❖ We reserve the right to ask for our own input, and it may not be from the customer that reflects the best on your firm
 - ❖ If your company name has changed, make sure that CPARS can point the Contracting Officer in the right direction

Tips For Doing Business with NASA



- ❖ Address all the areas in the Statement of Work in your technical proposal
 - ❖ If you don't answer an area, we cannot assume that you understand the requirement, *even if you are the incumbent*
 - ❖ Focus on things that carry more weight
- ❖ Sections L and M will give you the instructions for responding, as well as the factors that NASA will apply in reaching a selection decision
- ❖ Pay attention to the riddle
 - ❖ What are the relative weights in importance of Relevant Experience and Past Performance vs Cost, and Technical Factors
 - ❖ Are they equal?
 - ❖ Does a combination of two weigh more significantly than another?
 - ❖ The RFP will state the riddle...

Tips For Doing Business with NASA



- ❖ Pay attention to your data markings
- ❖ Sensitive But Unclassified (SBU) is typically business data, indirect rates, direct rates, etc.
- ❖ If your proposal is technical in nature, pay attention to the data clauses in the contract and also pay attention to the data types requested in the RFP
- ❖ Proprietary data is only data developed at your own expense
- ❖ Data releasability may be a factor for award
- ❖ Don't provide restricted data if not asked - we can't base your selection on that if we can't use it as intended
- ❖ Read the RFP...

Tips For Doing Business with NASA



- ❖ Did I mention to read the RFP?
- ❖ Transmit the proposal to NASA per the instructions
 - ❖ Electronic Portal
 - ❖ Hard copies, if requested
- ❖ Don't be offended
 - ❖ The CO with whom you have had a cordial relationship with before the final RFP was issued all of a sudden will not return your calls or answer in anything but writing
 - ❖ You are in a blackout period, so all communication is restricted
 - ❖ They are just really busy – SEBs are hard, and labor intensive
- ❖ If at first you don't succeed, ask for a debriefing
 - ❖ A debriefing should center around improving your proposal next time
 - ❖ NASA is increasing standardization across the agency, so that makes debriefings more relevant

Enterprise Delivery Model



Product Service Lines (PSL):

- ✓ A defined categorization of recurring Institutional (e.g. construction, financial, utilities etc.) and Program/Project Specific requirements (i.e. Aircraft Operations, Engineering, Propellants, Safety & Mission Assurance & Tech Transfer).

Why this approach:

- ✓ Promotes Category Management
- ✓ Allows for development of procurement, technical and industry expertise (e.g. Supply Chain Management)
- ✓ Leverage best practices and capabilities across the enterprise
- ✓ Meet federal mandates (Spend Under Management, utilization of Best in Class Contracts)

Benefits:

- ✓ Enables enterprise management of the Product Service Lines (e.g. spend, service levels)
- ✓ Improves Spend Under Management
- ✓ Eliminates unnecessary contract redundancies
- ✓ Maximizes Small Business opportunities
- ✓ Improves industry access to opportunities

Service Delivery – Product Service Lines Structure



West Coast		GRC	GSFC	JSC	KSC	LaRC	MSFC	NSSC	SSC
AFRC	ARC								
★ Environmental (Compliance)		● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	
★ Utilities		● Utilities	● Utilities	● Utilities	● Utilities	● Utilities	● Utilities	● Utilities	
★ Construction	★ Facilities O&M	★ A&E Services	▲ IT Services	▲ Occupational Health	★ A&E Services	▲ Grounds Maintenance	▲ Logistics	▲ Human Capital	★ Construction
★ A&E Services	★ Protective Services	▲ Custodial Services	★ Financial Support Services	★ Facilities O&M	★ Facilities O&M	★ Facilities O&M	★ Financial Support Services	▲ ODEO / EEO	
<div>Green box represents ARC and AFRC procuring as a Region</div> <div> <div>★ Regionalized</div> <div>● Remains Localized</div> <div>▲ Centralized → Procures for Agency</div> </div> <div>Regionalized or Centralized buying locations does not equate to consolidation of contracts. It is the Procurement Office that has overall responsibility of Contract Award (e.g. SEB)</div> <div>In addition to the above Procurement assignments, Procurement Offices workload includes additional actions related to Program procurements to include Program/Project Specific PSL (Engineering, S&MA, Tech. Transfer, Aircraft Operations)</div>		★ Construction	★ PP&C		★ Protective Services	▲ Admin. Services	★ PP&C	▲ Acquisition Support Services	
			★ Protective Services		▲ Communication Services			▲ Subscriptions	
					▲ Environmental (Remediation)			▲ Cooperative Agreements	
					▲ Propellants			▲ Software	
								▲ Audit Support / Financial Support Services for NSSC	
								▲ SAT	
								▲ SBIR / STTR	

Centralized IT Procurement Office



- ✓ **Reports to OP AA**
- ✓ **Centralized office with leadership and core staff hosted at GSFC**
- ✓ **Centralization:**
 - Achieve consistency in IT requirements and enable greater commonality in implementing IT solutions
 - Reduce duplication in IT contracting, leading to greater efficiencies
 - Provide consistent experience to Industry
- ✓ **Scope of IT Procurement Office: (Does not include P-Card, Software, Simplified Acquisition Threshold)**
 - Enterprise IT contracts/task orders currently at NSSC: NEST, NICS, EAST-2, WITS-3
 - IT Support Service contracts/orders and other institutional IT contracts at all Centers
 - Solutions for Enterprise-wide Procurement Master Contracts (SEWP)
 - Continue to identify and assess other IT procurements
- ✓ **Incremental approach, based on contract end dates, staffing availability, etc.**
 - Ongoing IT procurements will continue to be coordinated with PPM/ERM and the OCIO
 - Enabling the transition, Enterprise IT contracts will continue to be staffed by NSSC and local Procurement offices

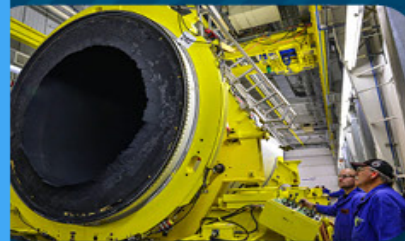
Transformation Benefits to Industry



- ✓ Standardization and Focus on delivering a common Procurement Experience (internal and external)
- ✓ Consistent Solicitations and Contracts
- ✓ More efficient procurement process over time (Reduce Procurement Lead Time to include proposal development)
- ✓ Standardize procurement policy that is clear, required and easily implemented Agency-wide
- ✓ Create Procurement policies that promote the utilization of streamline acquisition practices (e.g. PPTO, FAR Part 12 v/s Part 15)
- ✓ Improve Acquisition Forecast
- ✓ Standardization of vendor communication engagements
- ✓ Maximize Small Business Utilization, strategic partnerships, and Increase Agency's Industrial Base



STATE OF NASA SMALL BUSINESS





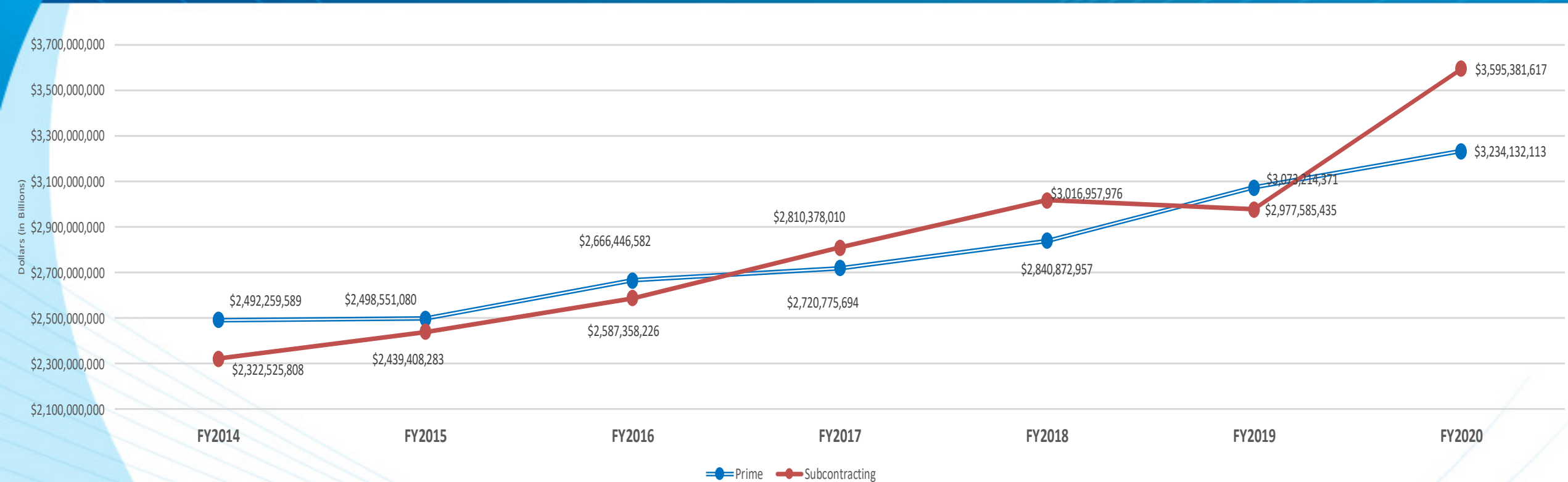
Mr. Charles T. Williams

Program Manager

Office of Small Business Headquarters



FY14-FY20 OSBP Prime and Subcontracting Dollars Trend



	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	Δ FY14-FY20 %	Δ FY14-FY20 \$
Prime	\$2,492,259,589	\$2,498,551,080	\$2,666,446,582	\$2,720,775,694	\$2,840,872,957	\$3,073,214,371	\$3,234,132,113	30%	\$741,872,524
Subcontracting	\$2,322,525,808	\$2,439,408,283	\$2,587,358,226	\$2,810,378,010	\$3,016,957,976	\$2,977,585,435	\$3,595,381,617	55%	\$1,272,855,809
Total SB	\$4,814,785,397	\$4,937,959,363	\$5,253,804,808	\$5,531,153,704	\$5,857,830,933	\$6,050,799,806	\$6,829,513,730	42%	\$2,014,728,333
Total Spend	\$13,597,154,582	\$14,417,976,809	\$15,993,717,656	\$16,489,553,702	\$17,045,387,176	\$17,666,905,370	\$18,426,228,532	36%	\$4,829,073,950



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	Δ FY19-FY20 %	Δ FY19-20 \$
Prime	5%	\$160,917,742
Subcontracting	21%	\$617,796,182
Total SB	13%	\$778,713,924

TOP 20

NASA PRIME CONTRACTORS

FY 2020

VENDOR NAME AND WEBSITE		TOTAL DOLLARS
California Institute of Technology (JPL)	https://acquisitions.jpl.nasa.gov	\$2,814,488,510
The Boeing Company	http://www.boeingsuppliers.com/esd/getstart.html	\$1,484,105,650
Lockheed Martin Corp.	https://www.lockheedmartin.com/en-us/suppliers.html	\$1,397,590,743
Northrop Grumman	https://www.northropgrumman.com/suppliers	\$1,359,827,527
Jacobs Technology, Inc.	https://www.jacobs.com/client-advocate#Suppliers	\$1,060,566,999
Space Exploration Technologies Corp.	https://www.spacex.com	\$847,990,951
KBR, Inc. (includes Wyle & SGT)	https://kbr.com/en/contact-us	\$650,213,921
Aerojet Rocketdyne, Inc.	https://www.rocket.com/suppliernet	\$502,554,463
Science Applications International Corporation (SAIC)	https://www.saic.com/suppliers	\$495,196,146
Leidos (includes Dynetics)	https://www.leidos.com/suppliers	\$401,101,998
Sierra Nevada Corporation	https://www.sncorp.com/suppliers	\$344,728,532
United Launch Services, LLC	http://www.ulalaunch.com	\$275,796,019
Science Systems and Applications, Inc. (SSAI)	https://www.ssaihq.com	\$272,773,396
Johns Hopkins University	https://hopkinsmedicine.org/business/index.html	\$257,391,750
ASRC Federal, Inc.	https://asrcfederal.com/contract-vehicles#	\$256,159,525
Blue Origin Federation, LLC	https://www.blueorigin.com/fly-with-us/become-a-supplier	\$230,164,399
Syncom Space Services, LLC	http://www.syncomspaceservices.com/vendors.aspx	\$197,354,994
Peraton, Inc.	https://www.peraton.com/supplier-diversity	\$156,048,832
Maxar (includes Space Systems Loral)	https://www.maxar.com/legal/suppliers	\$154,882,785
Raytheon Company	https://www.rtx.com/suppliers	\$144,183,569
		TOTAL \$13,303,120,710



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TOP 20

NAICS

Total Dollars
FY 2020

SIX-DIGIT NAICS CODE WITH DESCRIPTION

TOTAL DOLLARS

541710/ 541712/ 541715	Research and Development in the Physical, Engineering, and Life Sciences (Except Nanotechnology and Biotechnology)	\$9,419,152,386
336414	Guided Missile and Space Vehicle Manufacturing	\$2,437,019,689
481212	Nonscheduled Chartered Freight Air Transportation	\$1,465,722,422
541330	Engineering Services	\$893,829,246
561210	Facilities Support Services	\$664,911,336
541512	Computer Systems Design Services	\$617,896,287
336415	Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	\$452,298,275
517919	All Other Telecommunications	\$254,517,928
561110	Office Administrative Services	\$196,825,135
541519	Other Computer Related Services	\$169,269,769
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	\$167,410,305
541513	Computer Facilities Management Services	\$164,627,422
236210	Industrial Building Construction	\$160,187,538
541611	Administrative Management and General Management Consulting Services	\$155,835,209
333314	Optical Instrument and Lens Manufacturing	\$149,988,071
336419	Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing	\$146,137,343
561612	Security Guards and Patrol Services	\$114,891,386
336411	Aircraft Manufacturing	\$100,571,643
236220	Commercial and Institutional Building Construction	\$90,069,258
488190	Other Support Activities for Air Transportation	\$77,910,863

TOTAL \$17,899,071,509

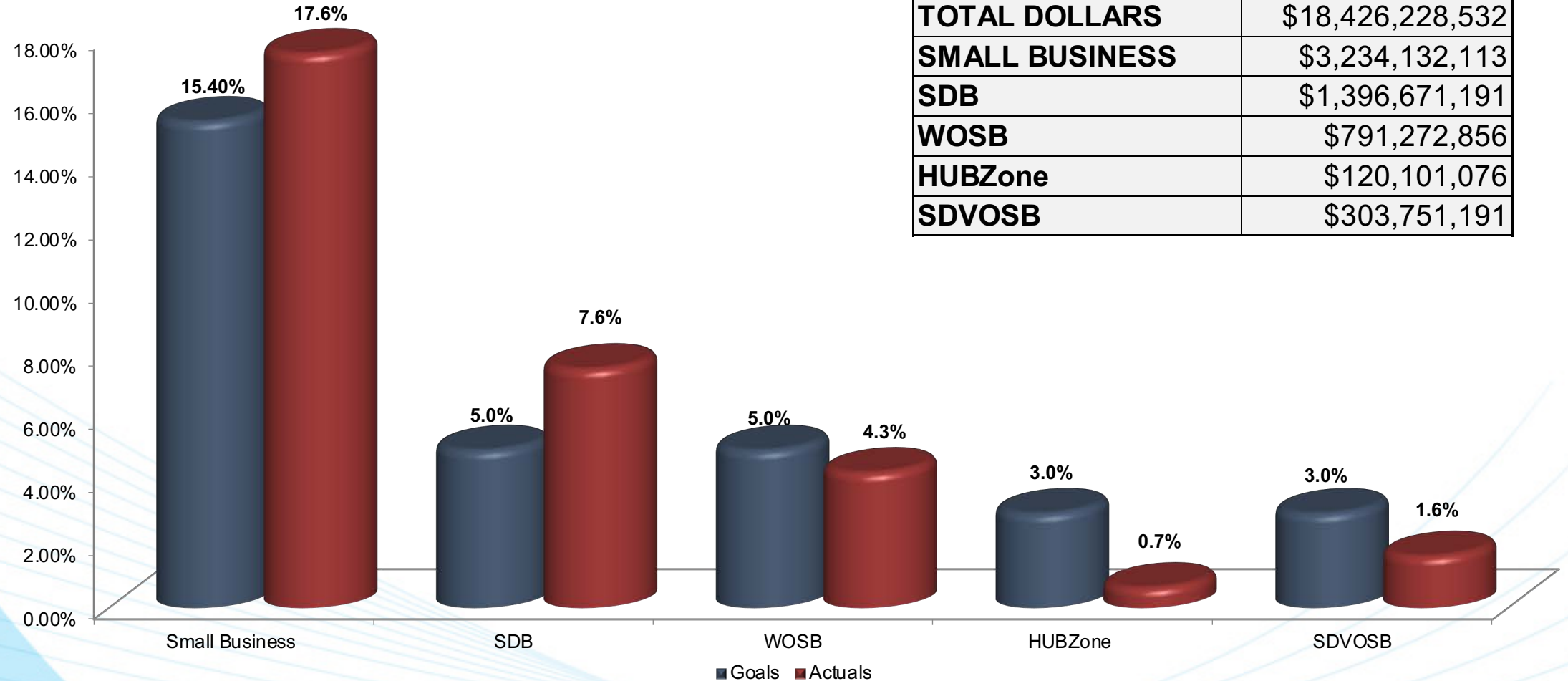


OSBP

OFFICE OF **SMALL BUSINESS** PROGRAMS
...where small business makes a **BIG** difference

NASA Agency Freeze FY20 Prime Goals vs. Actual Percentages

Data generated February 22, 2021 from BETA.SAM.GOV



CATEGORY	DOLLARS
TOTAL DOLLARS	\$18,426,228,532
SMALL BUSINESS	\$3,234,132,113
SDB	\$1,396,671,191
WOSB	\$791,272,856
HUBZone	\$120,101,076
SDVOSB	\$303,751,191

Relevance of Subcontracting at NASA

- NASA's highest-profile programs could not have been successful without small business subcontractors
 - **The Orion Program – Lockheed Martin:** Over 2,000 SB subcontractors since inception
 - \$1.7 Billion subcontracted to SB's on Orion since 2006
 - **Space Launch System (SLS)**
 - Fact Sheet Link:
 - https://www.nasa.gov/sites/default/files/atoms/files/0080_sls_fact_sheet_10162019a_final_508.pdf
 - At least \$1.8 Billion subcontracted to SB's under the SLS Program since 2006
- Build up past performance history with both the Large Prime contractor and NASA's Technical Community
- NASA's Large Primes have awarded approximately **\$3 BILLION** a year to Subcontractors

Do Your Homework!

- **Start** with a Small Business Specialist (SBS) at each NASA Center
 - Build relationships with the Center SBS and the Industry Small Business Liaison Office (SBLO)
- Learn about NASA 's various missions
 - Each NASA Center has different Missions
 - Varied mix of products and services
- Use Small Business resources:
 - Office of Procurement Web page
 - Agency Acquisition Forecast
 - Procurement Technical Assistance Center (PTAC)
 - Small Business Administration (SBA)
 - Outreach Events
 - NASA OSBP MobileApp
 - ✓ List of SBSs
 - ✓ NASA Active Contracts
- Use Trade associations
- Respond to Sources Sought Synopses / Request for Information

NASA Small Business Specialists Around the Country



Ames Research Center
Aerospace and Small Spacecraft
Moffett Field, CA

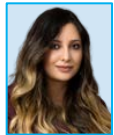
Armstrong Flight Research Center
Atmospheric Research and Testing
Edwards, CA
Christine L. Munroe



Jet Propulsion Laboratory
Deep Space Robotic Rovers
and Networks
Pasadena, CA



Charles E. Bray, Jr.
Mary Helen Ruiz
Matthew B. Christian
Tara A. Every
Anna N. Hovano



Johnson Space Center
Human Space Flight Operations
Houston, TX



Robert E. Watts
Monica F. Craft
Tumarrow Romain



NASA Shared Services Center
Agency Contract Support
Bay St. Louis, MS
Troy E. Miller



Stennis Space Center
Vehicle Engine Testing
Bay St. Louis, MS
Kay S. Doane

Glenn Research Center

Aeronautics and
Spacecraft Technology
Cleveland, OH



Eunice J. Adams-Sipp

Goddard Space Flight Center

Science Missions and Telescopes
Greenbelt, MD



Jennifer D. Perez
Sholainka O. Martyn
Kandace P. Chappell
Djaataa Onanuga



Langley Research Center

Aviation and Space Research
Hampton, VA



Robert O. Betts

Kennedy Space Center

Space Vehicle Launch and Landing
Cape Canaveral, FL



Joyce C. McDowell
Natalie B. Colvin



Marshall Space Flight Center

Space Transportation, Propulsion
Systems, Space Systems, and Science
Huntsville, AL



David E. Brock

NASA Centers

Enables the Agency's mission and executes contracts in support of programmatic, institutional, and operational needs

Headquarters OP - Provides stewardship of acquisition process to support successful accomplishment of mission objectives. Provide policy, oversight, optimization of procurement resources, and support Mission Directorate Acquisition Strategy Development to enable more efficient operations for NASA.

Ames Research Center - Specializes in research geared toward gaining new knowledge and creating new technologies that span the spectrum of NASA interests.

Goddard Space Flight Center - Goddard's mission is to expand knowledge about Earth and its environment, the solar system, and the universe through observations from space.

Langley Research Center - Langley continues to forge new frontiers in aviation and space research for aerospace, atmospheric sciences, and technology commercialization to improve the way the world lives.

NASA Shared Services Center - Supports NASA's overall mission by providing core procurement services across the Agency; award /administration of grants and cooperative agreements; research & development contracts; complex, large dollar service contracts; and commercial item acquisitions.

Armstrong Flight Research Center - As the lead Center for flight research, Armstrong continues to innovate in aeronautics and space technology. The newest, the fastest, the highest -- all have made their debut in the vast, clear desert skies over Armstrong.

Johnson Space Center - Leads NASA's efforts in human space exploration, from the early Gemini, Apollo, Skylab and space shuttle programs to today's International Space Station and Orion programs.

Marshall Space Flight Center - Marshall is the world's leader in the access to space and the use of space for research and development to benefit humanity.

NASA Management Office – NMO ensures proper coordination of all the required operational functions associated with the management of the FFRDC, the JPL contract, and is the focal point for communication with upper management at the JPL and actively represents NASA in local outreach and educational events.

Glenn Research Center - Glenn develops and transfers critical technologies through research, technology development, and systems development for safe and reliable aeronautics, aerospace, and Space applications.

Kennedy Space Center - Kennedy is "America's Gateway to the Universe" – leading the world in preparing and launching missions around Earth and beyond.

Stennis Space Center - Stennis is responsible for NASA's rocket propulsion testing and for partnering with industry to develop and implement remote-sensing technology.

NASA Small Business Specialists

Center Category	Center	Name	Phone	Email
RESEARCH CENTERS	Ames Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Armstrong Flight Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Glenn Research Center	Eunice J. Adams-Sipp	216-433-6644	Grc-smallbusiness@mail.nasa.gov
	Langley Research Center	Robert O. Betts	757-864-6074	Larc-smallbusiness@mail.nasa.gov
SPACE CENTERS	Johnson Space Center	Robert E. Watts	281-244-5811	Jsc-smallbusiness@mail.nasa.gov
	Kennedy Space Center	Joyce C. McDowell	321-867-3437	Ksc-smallbusiness@mail.nasa.gov
	Marshall Space Flight Center	David E. Brock	256-544-0267	Msfc-smallbusiness@mail.nasa.gov
	Stennis Space Center	Kay S. Doane	228-688-1720	Ssc-smallbusiness@mail.nasa.gov
SCIENCE CENTER	Goddard Space Flight Center	Jennifer D. Perez	301-286-4379	Gsfc-smallbusiness@mail.nasa.gov
FEDERALLY FUNDED R&D CENTER	Jet Propulsion Laboratory	Charles E. Bray, Jr.	818-354-5620	smallbusiness.programsoffice@jpl.nasa.gov
AGENCY-WIDE RESOURCE CENTER	NASA Shared Services Center	Troy E. Miller	228-813-6558	nssc-smallbusiness@mail.nasa.gov

Connect with OSBP at www.osbp.nasa.gov



OSBP
Website



OSBP
Learning
Series
Webinars



Small
Business
Outreach
Events



OSBP Mobile
App



NASA Vendor
Database



Social Media



NASA OSBP Mobile App

- ❖ Available on iOS on iPhone and iPad

- ❖ Search “NASA OSBP Mobile” in the Apple App Store

- ❖ Available on Android

- ❖ Search “NASA OSBP Mobile” in the Google Play Store



Q&A

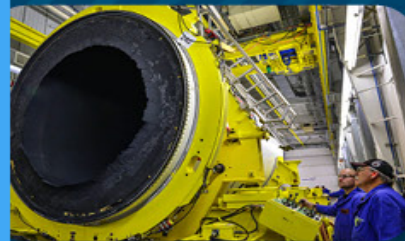




Thank you for participating!



HOW TO SUCCEED IN CONTRACTING AT GRC: SMALL BUSINESS ROUNDTABLE



PARTICIPATING GRC CONTRACTORS

- Alcyon Technical Services: **Ann Heyward, Program Manager**
- Imbutec Technologies: **Richard Taylor, President and CEO**
- Paragon Tec: **Dorothy Watkins, Chief Operations Officer**
- Summit Technology Solutions Inc: **Matt Kennedy, President and CEO**
- Wolf Creek Federal Solutions: **Chris Logan, Program Manager**
- ZIN Technologies Inc: **Mike Johansen, Senior Vice President of Government Services & Business Development**

Alcyon Technical Services

TIALS 2

Technical Information, Administrative, and Logistics Services Contract - Overview



TIALS 2 CONTRACT SCOPE AND TEAM

- 1.0 Logistics
 - 1.1 Property Management
 - 1.2 Freight Traffic
 - 1.3 Supply Management
 - 1.4 Transportation Operations
 - 1.5 Move Operations
 - 1.6 Space Management
 - 1.7 Special Events Support
- 2.0 Stock
- 3.0 Media Services
 - 3.1 Scientific and Technical Publishing
 - 3.2 Duplicating Facility Support, Administrative Equipment Service, GPO Support, Electronic Forms Management Support
 - 3.3 Imaging Technology Center
 - 3.4 Business Process Support
- 4.0 Records Management and Archives/History Support
- 5.0 Library and Learning Center
- 6.0 Metrology
- 7.0 Administrative and Clerical Services
- 8.0 PMO
- 9.0 Exhibits and Outreach



Alcyon Technical Services, JV LLC

Small Business Administration (SBA) 8(a) Joint Venture (JV) formed by managing partner Alcyon/Alutiiq, LLC and KBRwyle/SGT, Inc.

Alcyon/Alutiiq LLC is headquartered in Alaska, and is a wholly owned subsidiary of Afognak Native Corporation, an Alaska Native Corporation (ANC) formed under the 1971 Alaska Native Claims Settlement Act. Alutiiq, through its subsidiaries, possesses a broad spectrum of capabilities, offering numerous different services in both the government and commercial sectors throughout the globe.

KBRwyle/SGT, Inc. KBRwyle completed the acquisition of SGT on April 25, 2018. The KBRwyle/SGT, Inc. team provides high-tech professional services across the Government Services sector and is an established leader in space exploration, commercial and military space.

Visit ats-jv.com for more information

CONTRACT:

- Awarded August 15, 2015 (Phase In)
- Contract year runs 10/1-9/30, aligned with Federal fiscal year
- Base Period Year 1, Option Years 2 through 5, Award Term Years 6 and Year 7, 6 mo. Year 8
- Currently in Year 6 (first Award Term year)
- Contract may extend through March 31, 2023.
- Total Award Value over \$175M.
- 264 employees (146 SCA, 36 CBA, 82 Salaried)
- Initial bid/win - JV, Alcyon Technical Services (Alcyon, Inc. and SGT)
- Alcyon (SWOB) acquired by Alutiiq (Alaska Native Corp.) in January 2017, SGT acquired by KBRWyle in 2018

ACCOMPLISHMENTS:

- Agency/Center Honor Awards 2020: Outstanding Public Leadership Medal, Exceptional Public Service Medal, Exceptional Public Achievement Medal, Exceptional Administrative Achievement Medal, Early Career Public Achievement Medal, Silver Achievement Medal, Individual, and Multiple Group Achievement Awards
- Nominated at Center level for Small Business Prime Contractor of the Year
- 99.9% employee retention rate
- Cost savings/avoidance for customer - over \$5.8M achieved to date
- Average customer survey satisfaction score of 98.7% for Year 5 (over 1800 surveys)
- Outstanding safety record



IMBUTEC

Electrical • Construction • Management

IMBUE TECHNOLOGY SOLUTIONS, INC
www.imbutec.com



Company Background

- ❑ Founded in 2003
- ❑ General Construction
 - ❑ ImbuTec-Higley JV, LLC
- ❑ Electrical Construction
- ❑ Construction Management
- ❑ Electrical Service/Facilities Maintenance Support

Company Philosophy

- ❑ “Earn the Right to Do More Business”
- ❑ Be a Good Partner; Always Look Out for the Customer
- ❑ Safety as a Market Differentiator

Federal Contracting Profile

- ☐ SBA 8(a) Contractor
- ☐ Federal Indefinite Delivery/Indefinite Quantity (IDIQ) Contracts
 - ☐ Department of Energy
 - ☐ Bettis Naval Nuclear Laboratory
 - ☐ NASA Glenn Research Center
- ☐ Work With a Variety of Federal Agencies
 - ☐ DOD
 - ☐ Homeland Security
 - ☐ GSA

PARAGON TEC

INTEGRITY. EXPERTISE. PERFORMANCE EXCELLENCE.



Woman-owned SDB, HUBZone & GSA Schedule · Founded in 1996

Paragon TEC, Incorporated
Gail Dolman Smith (CEO) · Dorothy Watkins (COO)
3740 Carnegie Ave., Ste. 302 · Cleveland, Ohio 44115
(216) 361-5555 · dwatkins@paragon-tec.com

Our mission is to provide innovative, measurable solutions that enable our clients to achieve and surpass their goals.

We Congratulate NASA GRC for 80 Years of Pioneering Research and Development!
Thank You for Your Ongoing Commitment to Collaborating with Small Businesses.

Corporate Profile

POWERFUL BUSINESS SOLUTIONS

We **ADVANCE** partner performance.

- Assessments, Surveys and Evaluations
- Business Support Services
- Contract Management Services
- Financial and Acquisition Support
- Grant Management
- Professional/Administrative and Management
- Program Integration and Project Management
- Resource Management



TECHNOLOGY

We **ENABLE** enterprises through innovative tools.

- IT Support
- Operations and Maintenance
- Project/Program Management
- Systems/Software Engineering
- Test/Evaluation
- Training
- Requirements Development & Analysis Support
- Network Administration & Infrastructure
- Web Application Design and Development



PERFORMANCE HIGHLIGHTS

- Successful team management with small & large businesses (i.e. 12th largest NASA contractor)
- Management of NextGen STEM (2018 - current) required navigating diverse processes/procedures of seven Centers and led to development of new, streamlined, Agency-wide processes/procedures
- Significant Past Performance as a Prime and Subcontractor
- Successful Management of 300+ Task Orders
- DCAA-reviewed Accounting System
- Subcontractor Information Management System
- Financial Stability
- Excellent Performance Evaluations and National Awards
- High retention, competitive compensation, high-value employees

EDUCATION

We **SHARE** experiences and knowledge that inspire.

- Assessments, Surveys and Evaluations
- Conference and Event Planning
- Program Design and Management
 - Informal Education
 - K-12 Students and Educators
 - Internships, Scholarships & Fellowships
 - Faculty Engagement
 - Curriculum Development
- Literature Reviews and Benchmark Studies
- Training and Workforce Development



COMMUNICATION

We **CREATE** places and spaces to connect.

- Construction Management
- Exhibit Design & Management
- Facilities Management
- Museums and Visitor Centers
- Outreach
- Strategic Communication
- Technical Writing and Research



FEATURED NAICS

- 541219 - Other Accounting Services
- 541611 - Administrative Management and General Management Consulting Services
- 561110 - Office Administrative Services
- 561210 - Facilities Support Services
- 611430 - Professional and Management Development Training
- 611710 - Educational Support Services



Commitment to Excellence

80% Prime Contracts

Legacy of NASA Support at HQ & All Centers. Current Support at 7 Centers.

PARAGON TEC



A HUBZone-certified small business supporting complex projects in the areas of Systems Engineering, Integration, and Test; Program Management; Safety and Mission Assurance; and Information Technology
2021



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Alexandria, VA 22306

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Fax: (703) 997-6426

www.summit-ts.com



About Summit



Summit Technologies & Solutions, Inc. is a HUBZone-certified small business providing technically skilled personnel and specialized solutions to large engineering enterprises. We provide support in the areas of systems engineering, integration, and test; program management; safety and mission assurance; and information technology.

Summit personnel currently support six NASA Centers in addition to onsite support for major government prime contractors and commercial space providers. We are the Prime Contractor for the Project Management Support Services Contract (PMSS) at Glenn Research Center and the 2016 GRC Small Business Prime Contractor of the Year.

Summit sets itself apart from the typical HUBZone small business by providing high-end services in the Aerospace and Defense industries while embracing both the letter and the spirit of the HUBZone program. Our employees live and work within HUBZones and devote a significant amount of time serving and improving their local communities.

PROGRAM MANAGEMENT

- **Contractual Review and Analysis**
- **Planning/Budgeting/Execution (PPBE)**
- **Earned Value Management**
- **Cost Estimating**
- **Configuration & Change Management**
- **Data Management**
- **Property Management**
- **Project Integration**
- **Subcontractor/Supplier Management**
- **Accounting and Financial Services**
- **Administrative Services**
- **Risk Management**
- **Proposal Management**
- **Scheduling**

INFORMATION TECHNOLOGY

- **Website Design, Development, Maintenance, 508 Compliance**
- **IT Security**
- **Lifecycle Software Development**
- **Help Desk Support**
- **Benchmarking/Trade Studies**
- **Document and Content Management**
- **Systems Integration**
- **Maximo, SharePoint, SAP**

Core Capabilities



SAFETY & MISSION ASSURANCE

- **Software Quality Assurance**
- **Hardware Quality Assurance**
- **Quality Engineering**
- **Quality Auditing**
- **Reliability Engineering**
- **Lab Safety**
- **Requirements Analysis and Flow-down**
- **Institutional Safety**
- **Review Boards/Change Boards**

SYSTEMS ENGINEERING, INTEGRATION, AND TEST

- **Logistical Engineering and Analysis**
- **Ground Systems Engineering**
- **Engineering Design and Development**
- **ConOps Definition and Development**
- **Electro-Mechanical Touch Labor**
- **Fabrication, Assembly, Maintenance, and Calibration of Test Equipment and Tools**
- **Assembly of Flight/Training Hardware**
- **Documentation of Procedures**
- **Engineering Trade Studies**
- **Modeling and Simulation**



Wolf Creek Federal Services, Inc.

2019 GRC Small Business Prime Contractor of the Year

- RCM Program
- Roads & Grounds
- Architectural & Structural
- HVAC
- Energy Management Control Systems
- Plumbing & Utility Distribution
- Chiller & Steam Plants
- Life Safety, Fire Protection & Security Systems
- High & Low Voltage Electrical Distribution



Facilities Operations, Repair &
Maintenance (FORM) II



A Chugach Company 



Chugach Government Solutions, LLC

Services

Construction



30+ years' experience providing federal agencies with award-winning construction services rooted in a culture of safety.

Technical



Consistently awarded highest ratings for our work, from complex IT systems on the front lines of national defense to everyday support.

Facilities



Comprehensive services from environmental to base-operations support with exceptional service and a standout safety record.

Education



25 years of experience providing Job Corps operations, training, and management services.



<https://www.chugachgov.com/>
3800 Centerpoint Drive, Suite 800
Anchorage, AK 99503
907-868-2875



A Chugach Company



ZIN Technologies

ZIN Technologies, Inc.

Small Disadvantage Business (SDB)

- ZIN Technologies, Inc. is a dynamic and experienced AS 9100 registered **small disadvantaged business (SDB)**.
- ZIN develops cost effective technical solutions and products that make NASA's missions **more affordable and more reliable**.
- 325+ person organization consisting of **scientists, engineers, designers, and technicians** experienced in managing complex programs & technical requirements.
- ZIN provides design, development, engineering and integration, test and evaluation, systems modeling and simulation, and **full lifecycle development** of complex aerospace systems.

Experienced people, proven processes and tools to achieve total mission success

• ZIN is Founded	1957
• First NASA Contract	1969
• First Space Shuttle Payload	1987
• First MIR Space Station Payload	1991
• First International Space Station Payload	2001
• Space Telescience Operations Begins	2001
• Astronaut Countermeasure Development	2002
• Orion Vibroacoustic Test Facility	2007
• 200 th NASA Payload	2013
• GNC for a Constellation of Spacecraft	2014
• Dream Chaser Power Systems	2015
• NASA Evolutionary Xenon Thruster	2016
• Advanced Electric Propulsion System	2016
• Launch Vehicle Integrated Support	2017
• Space Launch System Universal Stage Adapter	2017
• Space Communications Architecture	2018
• Lunar Habitation and Logistics Outpost (HALO)	2021



ZIN Core Technical Expertise Provides Customers a *Broad Spectrum of Capabilities*



**Science Instruments and
Sensor Systems**



**In-Space
Propulsion**



**Communications and
Navigation**



**Space
Power**



**Ground and Launch
Systems**



**Integration and
Operations**



**Human Health, Life Support
and Habitation Systems**



**Human Exploration and
Destination Systems**



**Modeling, Simulation,
Information Technology
and Processing**



**Materials, Structures,
Mechanical Systems and
Manufacturing**



**Thermal and Acoustic
Management Systems**



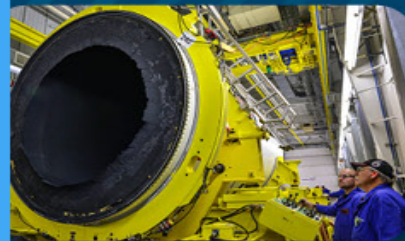
Aeronautics

Q&A Session



CLOSING REMARKS

Eunice Adams-Sipp



Thank You for Joining!



...where small business makes a **BIG** difference.

Background: Speaker Bios

Meet the Featured Speakers



Robyn N. Gordon serves as Director of the Center Operations Directorate at the National Aeronautics and Space Administration (NASA) John H. Glenn Research Center at Lewis Field in Cleveland, Ohio. In this capacity, she manages organizational objectives, direction, resource allocation, and coordinates and integrates activities of the institution, which cross Center organizations.

Additionally, she determines institutional issues which affect the execution and performance of the Center's commitments. The institutional organizations under Gordon's purview include the Offices of Protective Services and Education, the Lean Six-Sigma Program, and the Logistical and Technical Information, Procurement, and the Community and External Relations Divisions.

Gordon has an extensive background developing, implementing, and measuring strategic and business planning initiatives and processes for organizations. She is proficient in building organization-wide planning capabilities and knowledge needed to implement strategic planning priorities. Before joining Glenn, Gordon served in leadership roles at the Cuyahoga County Public Library and the City of Cleveland.

Gordon is a member of numerous boards and volunteer organizations throughout the city. Her professional and personal accomplishments have been recognized by numerous organizations with many accolades, including the following: Presidential Rank Award; Aerospace Awareness Award; Crain's Women of Note Award; Girl Scouts of Northeast Ohio-Woman of Distinction Award; Junior League of Cleveland-Francis Payne Bolton Award; NASA Group Achievement Award; Glenn Federal Women's Program Supervisory Award; National Women of Color Technology Award for Community Service; and Minorities in Research Science Trailblazers Award.

Meet the Featured Speakers



Mr. Charles "Chuck" Williams began his career with NASA in August 2006 at the Johnson Space Center (JSC) where he served as the Senior Small Business Specialist, the Center Technical Advisor, and the POC for the JSC Mentor Protégé Program. While at JSC Mr. Williams was responsible for ensuring JSC is in compliance with applicable Small Business statutes, regulations, and guidelines; developing JSC's Center Level Small Business Goals, reporting on the accomplishment of those goals, and helping to develop recommended goals that are included in Request For Proposals. His Office is also responsible for identifying potential opportunities that could be set aside for Small Businesses. As the Center Technical Advisor Charles works directly with Program Offices and Directorates to identify potential work that can be set aside for small businesses and assist other Center Small Business Specialist in determining the extent to which small businesses can perform contracts and particularly on high technology contracts.

Mr. Williams currently serves as a Program Manager for the National Aeronautics and Space Administration's (NASA's) Office of Small Business Programs (OSBP) in Washington, DC. Mr. Williams joined the HQ OSBP in March of 2018. Mr. Williams oversees the Agency's SDB\8(a) Program, Small Business Technical Advisory's\Small Business Technical Coordinators Program and serves as the Liaison to the Office of Procurement and the Office of the General Counsel, as well as the SBA Scorecard Manager. In addition, Mr. Williams serves as the Program Manager for Kennedy Space Flight Center, in Cape Canaveral, Florida, Glenn Research Center in Cleveland, OH and Goddard Space Flight Center in Greenbelt, MD.

As a Program Manager, Mr. Williams is responsible for providing small business guidance by presenting and interpreting Federal and Agency-wide policy to NASA Centers, external Government agencies, and Industry. Mr. Williams has an Electrical Engineering Degree and is responsible for the development of guidance and policy to implement the Small Business Technical coordinators program as well as engaging the Center Technical Advisories in the Small Business Program.

Meet the Guest Speakers



Eunice Adams-Sipp is the Small Business Specialist for the NASA Glenn Research Center in Cleveland, Ohio and is responsible for promoting and integrating small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautic research. She assists in the assuring that small businesses in all socio-economic categories receive adequate consideration in the procurement process.

Additionally, she represents the agency in various events sponsored by the Office of Small Business Programs, the Small Business Administration, and other governmental organizations to counsel small businesses on how to compete for contracts with NASA. Ms. Adams-Sipp has over 30 years of experience as a contracting professional and has advised several Source Evaluation Boards as a Contracting Officer in the procurement process.

She earned her Master of Business Degree from the University of Phoenix and a Bachelor of Arts Degree in Economics from Cleveland State University. She is a native Chicagoan and currently resides in the Cleveland, Ohio area.

Meet the Guest Speakers



Ann O. Heyward serves as Program Manager of the Technical Information and Logistics Services (TIALS) 2 Contract at NASA Glenn Research Center (GRC) in Cleveland, Ohio. She oversees over 260 employees providing essential services to GRC, including media services, administrative/clerical services, logistics, and metrology/calibration. She joined Alutiq as TIALS-2 PM in January 2019.

Ms. Heyward's earlier roles include Executive Vice President at Ohio Aerospace Institute; Industrial Outreach Manager at the National Center for Microgravity Research on Fluids and Combustion; multiple positions at GRC as a NASA employee, including Chief, Commercial Technology Office; Customer Focal Point, Aerospace Technology Directorate; and Communications Engineer, Communications Systems Branch; and Software Engineer, ANALEX Corporation.

Ms. Heyward earned her M.S., Systems Engineering and B.S., Mathematics, with Honors, from Case Western Reserve University. She received NASA's Exceptional Public Service Medal and more than a dozen NASA Special Act/Service Awards, Group Achievement Awards. She is an Associate Fellow of the American Institute of Aeronautics and Astronautics.

Meet the Guest Speakers



Dorothy Watkins has served as Chief Operating Officer for Paragon TEC, Inc. since 2010. In this role, Ms. Watkins is a critical member of the company's senior leadership team, responsible for overseeing day-to-day business operations that include multi-million-dollar contracts with federal agencies such as NASA and the National Institutes of Health, major aerospace companies like KBRwyle, and previously information technology service providers like Harris Corporation. She supervises a nationwide team of program managers and directors to ensure compliance with contracts and statements of work, which involves monitoring program activities and coordinating resources to ensure the achievement of key performance indicators.

She has a demonstrated track record in leading phase-in teams, and she successfully transitioned three NASA Education prime contracts with 100% incumbent capture and full operation within 30 days. She also transitioned a Department of Veterans Affairs subcontract with Harris Corporation, achieving 100% staffing for newly hired positions. The effort included the core business and operational development functions (e.g., purchasing, human resources, finance, quality control, material management).

An accomplished senior executive with 20+ years of successful strategic leadership in start-up and high growth public/private business environments, Ms. Watkins is particularly experienced at instituting operational improvements, working with cross-functional resources, and building effective teams. She is an exemplary communicator who has been recognized for establishing and sustaining profitable relationships with clients, colleagues, vendors, and suppliers from diverse backgrounds and across all levels.

Dorothy Watkins' professional career reflects in-depth expertise in executive administration, operations management, business analysis, strategic planning, and human resources. Before joining Paragon TEC, Ms. Watkins provided management and leadership support at Mid-America Consulting Group. Recruited to help run this newly established company, she reported directly to the Chairman and acted as a trusted advisor concerning corporate administration and resources. She was a key member of the executive team, in charge of the implementation, improvement and design of the company's systems. She was also instrumental in setting up structure and establishing corporate policies and procedures.

Her continued goal is to provide thought leadership in designing and implementing core operating strategies, structures and processes that position the company for long-term success.

Meet the Guest Speakers



Mr. Matthew Kennedy is the Founder, President, and CEO of Summit. In this role, Mr. Kennedy's experience and vision has helped shape Summit into the company it is today. As a company that originated with two employees in 2009, Summit has had as many as eighty plus employees providing services in multiple states across the country.

As the President and CEO of Summit, Mr. Kennedy is responsible for the development and refinement of Summit's vision and strategies while supporting the overall process of management and decision-making. He develops, reviews and reports on the budget and business plan and maintains Summit's organizational culture, values, and reputation within the serviced industries. He maintains a close relationship with all of Summit's customers and emphasizes continuous communications with both customers and Summit's employees.

A member of the American Institute of Aeronautics and Astronautics since 2007, Mr. Kennedy worked as an aerospace and defense consultant before creating Summit. Prior to becoming an aerospace consultant, Mr. Kennedy was a practicing attorney managing litigation for the defense of product liability and insurance actions as well as litigating large commercial cases. In addition, Mr. Kennedy was a co-founder of the law offices of Kennedy & Hutchison in Boca Raton, Florida.

Mr. Kennedy received his Juris Doctor from Temple University School of Law in Philadelphia, PA and his B.A. in History and Political Science from the University of Rochester in Rochester, NY.

Meet the Guest Speakers



Richard W. Taylor is a native of Baton Rouge, Louisiana. He received his undergraduate business degree, cum laude, from Georgetown University, and his Juris Doctorate degree, cum laude, from Tulane Law School, with a certificate in environmental law. He was actively involved in national political affairs for several years and served as a campaign advisor to several Congressional candidates across the country, as well as to President Bill Clinton. After receiving his law degree, Mr. Taylor served as a law clerk to the Honorable James L. Dennis on the United States Fifth Circuit Court of Appeals.

Mr. Taylor also worked as a federal and state governmental affairs representative for Pittsburgh-based Consolidated Natural Gas Company (CNG), and subsequently served as corporate legal counsel and Director of Knowledge Management. He later served as CEO of Macedonia Development Corporation, an affiliate of the Macedonia Baptist Church of Pittsburgh, where he led housing development and other revitalization efforts in Pittsburgh's Hill District community. Currently, he is CEO of ImbuTec, a Pittsburgh-based electrical and general construction firm serving commercial, governmental, and institutional customers.

Mr. Taylor is active in service to the community as he currently serves on the boards of the Pittsburgh Foundation, Macedonia Development Corporation, and the University of Pittsburgh's Institute of Politics, for which he co-chairs the Economic Development Committee. Previously, he served on the boards of the Port Authority of Allegheny County, the August Wilson African American Cultural Center, the Pennsylvania Environmental Council, as a member and secretary of the board for the Urban League of Greater Pittsburgh, treasurer of the Homer S. Brown Law Association, as a member of the Board of Elders for Macedonia Church of Pittsburgh, and as a member of the Shale Gas Roundtable.

Meet the Guest Speakers



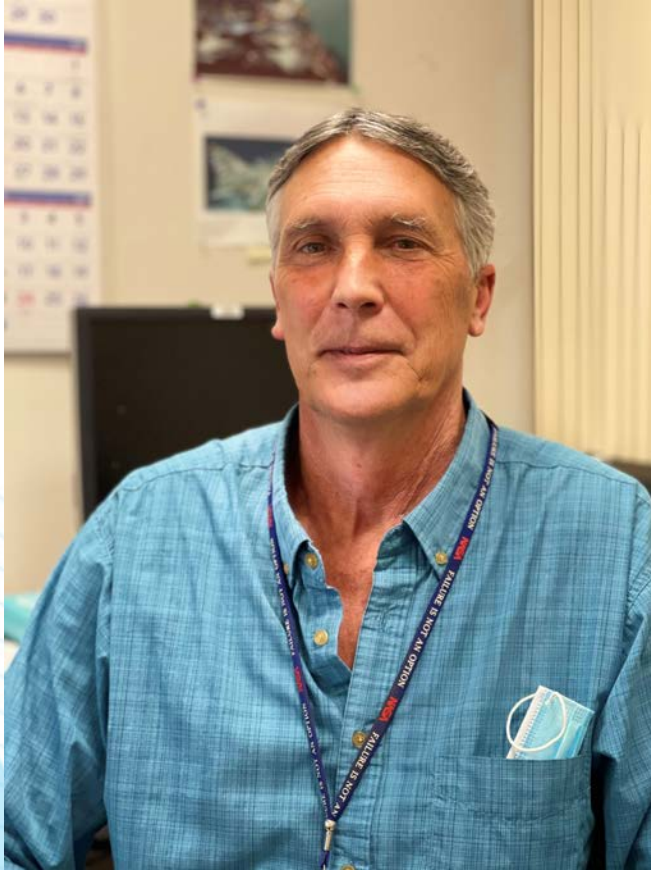
Michael Johanson is Senior Vice President of Government Services & Business Development at ZIN Technologies, Inc. with headquarters in Cleveland Ohio and has over 28 years of experience in engineering, operations, project and program management, strategy, partnership and business development. His experience includes work at McDonnell Douglas Aerospace, Northrop Grumman and several other small business leaders in support of multiple NASA and DoD customers.

Mr. Johanson's experience includes providing multi-discipline engineering services and products in support of domestic and international launch and transport vehicles, on-orbit carriers, microgravity science payloads, satellite and spacecraft systems and operations centers. Mr. Johanson has a proven record of accomplishment in product life-cycle development from concept definition, design, development, and fabrication to system assembly, integration, test, launch, operations and return. His efforts have contributed to over 270 microgravity research experiments for both Government and commercial customers that have logged thousands of hours of successful operations on sounding rockets, parabolic flights, Spacelab, Spacehab, MIR, shuttle and the International Space Station.

Michael currently leads the ZIN business development and strategic planning efforts responsible for the development of both government and commercial partnerships, growth opportunities, corporate marketing and government relations. Through these efforts ZIN currently supports NASA's Artemis program that will return the United States and the State of Ohio back to the moon and on to Mars. Mr. Johanson is an adjunct member of the State's legislative Ohio Aerospace and Aviation Technology Committee (OAATC) and has served as Chairman of Ohio Aerospace Day 2017-2019 and serves as an advocate to state and federal representation on topics ranging from microgravity science, space exploration, aeronautics, advanced power, communication and propulsion technologies.

Mr. Johanson received his bachelors of science in mechanical engineering from the University of Tennessee and a Master of Science in mechanical and aerospace engineering from the University of Tennessee at the UT Space Institute.

Meet the Guest Speakers



Christopher Logan is currently the FORM II Program Manager. He has been in a variety of positions for facilities maintenance since 2007, including positions in safety, quality, business, and former program manager (FORM I) contracts.

During his time on-site, he has received multiple awards for quality and safety including “2010 Best of the Best”, two silver medals for internal site team projects and emergency response and awarded a NASA shuttle Mission patch for finding an electrical nonconformance lab wide.

On his off-time, he enjoys the company of his family and friends. His favorite hobbies consist of golfing and traveling.